

RA 23 Offerors' Conference

April 27, 2022

Webinar

Webinar Information

- If you experience any technical difficulties with the webinar, please contact Lydia Szydlo (843) 760-3576 or Nick Laney (843) 760-3485.
 - For questions **specific to the content of the conference**, please use the “**Q&A**” function on the Zoom® bar to submit a question to the organizer (only the organizer will be able to view your question).

Agenda

- Welcome
- Program Information
- Summary Proposal Development Guidelines
- Summary Proposal Submission and Selection Process
- Research Announcement Timeline
- Wrap-Up

Conference Objectives

Help the potential Offeror understand the:

- **Proposal Preparation Requirements**
- **Evaluation Factors**
- **Selection Process**
- **Hints and Lessons Learned**
- **Key Terms and Conditions for Award**

Keep in Mind:

- The **Research Announcement (RA) 23 Solicitation and referenced materials** published by NSRP and posted to the NSRP website are the **OFFICIAL** sources of information regarding the active solicitation.
- These slides are intended as an unofficial supplement, and not as a replacement, for the solicitation.
- **Amendments** to the official solicitation, if required, will be posted on the **NSRP** website.
- Action on any information from **other sources, including these slides, is done at your own risk.**

Program Information

NSRP Mission

- The mission of the National Shipbuilding Research Program (NSRP) is to employ a unique collaborative framework to research, develop, mature, and implement industry-relevant shipbuilding and sustainment technologies and processes, improving efficiency across the U.S. shipyard industrial base and meeting future demand.

NSRP Collaboration



Information on NSRP Shipyard Delegates is located on the NSRP Website [here](#).

Organization



Executive Control Board

Program Administrator

Extended Team

Major Initiatives

Ship Design &
Material Technologies

Ship Production
Technologies

Infrastructure,
Logistics, &
Sustainment

Panels

Ship Design &
Material Technologies

Electrical Technologies

Workforce

Ship Warfare Systems
Integration

Planning, Production
Processes & Facilities

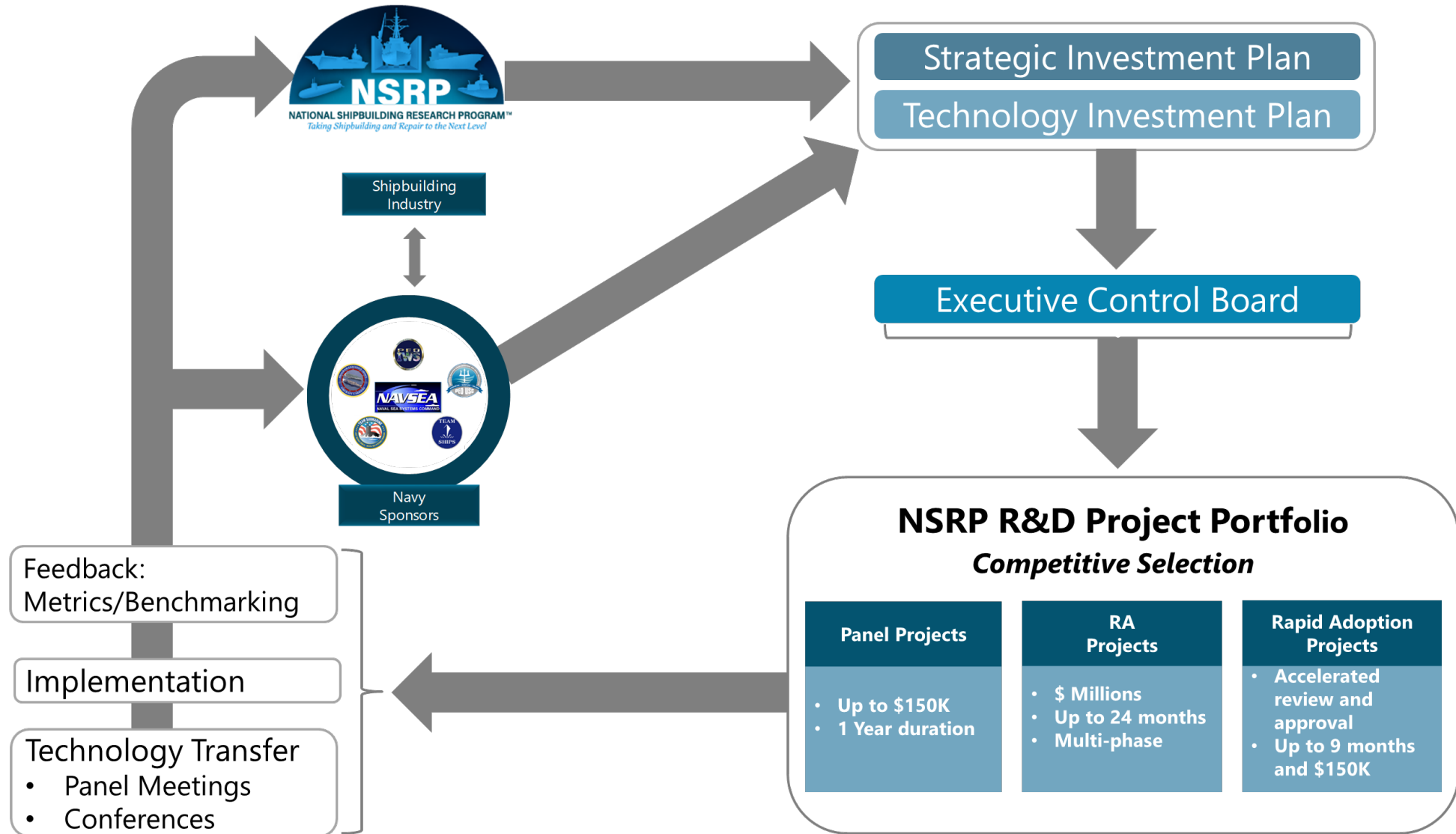
Sustainment
Working Group

Business Technologies

Surface Preparation &
Coatings

Welding Technology

Operations



Strategic and Technology Investment Plans

- The Strategic Investment Plan describes strategic objectives that promote the NSRP mission consist of funding projects that affect total ownership cost
- The Technology Investment Plan identifies specific topics of particular interest for the current year by Major Initiative area
- Both documents are available on the NSRP website (www.nsrp.org)

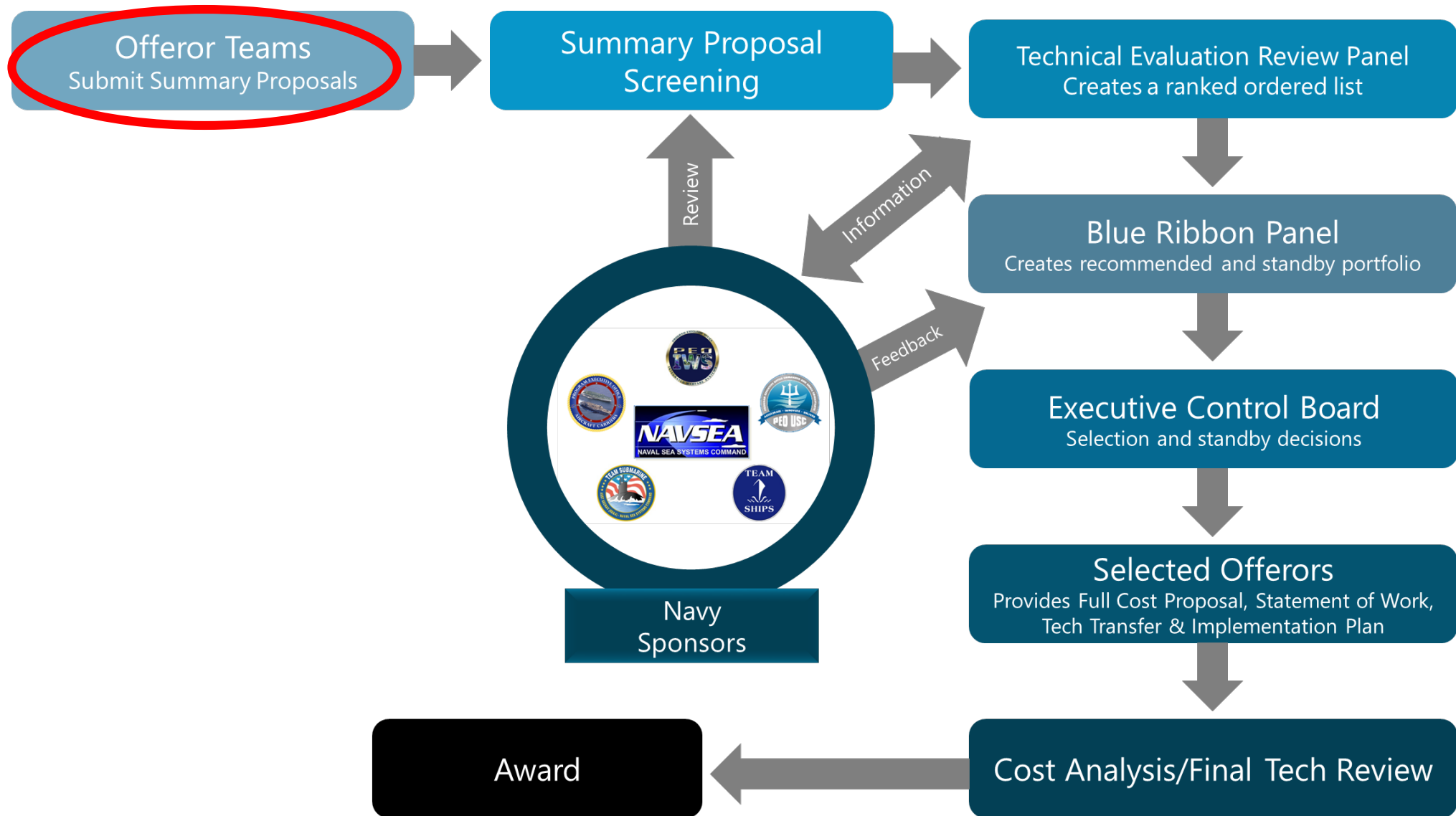
Proposal Development Guidelines

Summary of Changes for RA23

- **NOTE:** The below items are only a few of the changes incorporated in this year's solicitation package. Refer to the posted documents for the complete requirements.
- **Solicitation:** Implemented BAA Information Delivery System (BIDS) for submissions, added wording to discourage proposals that would require all or most available program funding, and added Controlled Unclassified Information (CUI) protection
- **Proposal Preparation Kit (PPK):** Changed "Definitions" section, Offerors need to include an Offeror Information page after cover page, added language requiring task descriptions and cost estimates for all Public Sector Project Participants prior to BRP, clarified the proposal ROI calculation needed within the Summary Proposal, and included language for the full Cost Proposal that the proportion of cost share for the initial phase shall at least match the Summary Proposal's Phase 1 proportion of cost share
- **Technology Transfer and Implementation Guide (TTIG):** Added ROI calculation as part of Phase Go/No-Go determination and updated Deliverable Marking and Distributions Statements section
- **Statement of Work Guide/Task Order Agreement Attachment 1:** Specifies Go/No Go criteria for Phase advancement
- **Cost Proposal Guidelines:** Specifies a bid validity duration of 180 days from submission date of the cost proposal

See the solicitation documents for all
proposal requirements

Proposal Process



Summary Proposal

- **10 page limit** (cover page, Offeror Information page, and attachments excluded) includes the following components:
 - Technical Summary
 - Business Case
 - Technology Transfer and Implementation summary description
- As **required** by the **Joint Funding Agreement (JFA)**, the summary proposal **must** include the Government Purpose Rights statement referenced in the PPK.

Summary Proposal

- Technical Summary:

Proposal language should be clear and direct. Evaluators should not have to work to figure out what you are proposing.

- Synopsis
- General Objective
- Technical Approach – Summary of how the project will approach the problem, and the key innovations expected from the project.
 - Provide **sufficient technical detail** and analysis to support the technical approach being proposed.
 - Clearly **identify the core of the intended approach**. It is not appropriate to simply address a variety of possible solutions to the technology problems.

Summary Proposal

- Technical Summary:
 - Current State and Relevant Efforts
 - Results of/evidence of the current state of the art/literature searches and how your approach compares to prevent duplication of efforts.
 - Connections to and distinctions from ongoing or past projects in the general technology area/process being addressed.
 - If the proposed project will not result in planned implementation, provide a “roadmap” to implementation, including targeted platform or hull number.
 - Identification of Government funding (Federal, State, or local) sources for a **current effort(s) or one being proposed** within the next 12 months that is similar to the work being proposed.

Summary Proposal

- Technical Summary:
 - People and Organizational Impacts – The project's approach to addressing people and organizational impacts, including how, in the context of performing this project:
 - Organizational change/cultural change will be accommodated
 - Current human resource functions will be impacted
 - Workforce Development (education/training) will be addressed
 - Technology Readiness Level
 - Identify the **starting Technology Readiness Level (TRL)** of the proposed process or technology, and state the **predicted TRL at successful project completion.**

Summary Proposal

- Business Case:
 - Describe the **business opportunity** that your project will address. Include:
 - Likely products
 - Target market
 - Potential customers (e.g., specific Navy platforms)
 - Size of market opportunity
 - Avenues for broad diffusion of benefits
 - Rationale for your choices

Offerors are strongly encouraged to build their proposal around the **underlying Business Case**

Summary Proposal

- Business Case:
 - Include well-defined, quantified **metrics** so that a **Return on Investment (ROI)** can be calculated.
 - Compliance with the formal ROI Guidance Document is not mandatory for the RA 23 Summary Proposal.
 - **Metrics** should include:
 - **Project costs** (both program funds and cost share, listed separately)
 - Estimated **implementation** costs
 - Predicted **cost reductions** to be realized through **implementation** of successful project results

Summary Proposal

- Business Case:
 - Predicted cost reductions should be:
 - Expressed **in dollars**
 - Based on well-defined metrics that will demonstrate a **quantifiable ROI**
 - **Generic rate data** should be used in lieu of information considered to be company-proprietary
 - **Basis** and **source** of cost information must be included

Cost reductions include both actual savings and cost avoidance, both immediate and future.

Summary Proposal

- Business Case:
 - When exact numbers are not available, the project team should derive reasonable estimates by making, and explaining, assumptions based on:
 - Historical cost information
 - Past experience
 - Comparisons to similar innovations/processes

Business Case/ROI section of Summary Proposals will be a major discriminator in the project selection process

Summary Proposal

- Technology Transfer and Implementation:
 - Discussion should include:
 - Credible plans for dissemination of project developments
 - Proposed presentations, demos, pilots, etc.
 - Availability of project deliverables to industry
 - Previous and/or planned engagement with Government or other stakeholders to facilitate transition to industry

Summary Proposal

- Technology Transfer and Implementation:
 - Discussion should include:
 - Impact of proprietary material on transition and technology transfer
 - Plans for implementation within the proposing shipyards, including evidence of senior management support
 - Identify specific factors that pose a risk to successful implementation of project results
 - Appendices E & F in PPK contain a list of project categories (e.g., process change or design change) and potential risk factors

Summary Proposal Tables *(Attachment 1)*

Summary Proposal

- The following **tables** shall be included in **Attachment 1** of your proposal:
 - Participants
 - Summary Work Statement and Funding Plan
 - Key Deliverables, Go/No-Go Criteria
 - Total Man-Hour Summary
 - Total Material/Equipment Summary
 - Property to be Acquired or Developed
 - Risk Management
 - Metrics/Benefit Realization
 - Cost Summary
 - Financial Viability

Table 1 - Participants

- Use this table to highlight your project team (**including Public-Sector Project participants**) and discuss **WHY** they are the right participants to make the project a success. You **must** include justification for having less than **2 shipyard participants** on the project team.

Project Participants	Role and Key Contribution
Shipyard AAA	
Shipyard BBB	
Company CCC	
Organization DDD	
Navy Laboratory EEE	
Other	

Formal Letters of Commitment are **NOT** required for the **summary proposal**, but **will be required** for proposals that advance to the **Blue Ribbon Panel**.

Table 2 – Summary Work Statement & Funding

- Phases **must be** sequential, non-overlapping and less than or equal to 12 months

Phase Number	1	2	Total
Duration (Months)			
NSRP Program Funding	\$	\$	\$
Cost Share	\$	\$	\$
Public Sector Participant Provided Funds	\$	\$	\$

Table 3 – Key Deliverables, Go/No-Go Criteria

Key Deliverables	
Key Deliverables (Major Milestones)	<ul style="list-style-type: none">• Nationwide survey and analysis of shipyard injury and illness trends• An analysis of risk factors that contribute to leading causes of shipyard accidents, injuries and illness
Criteria for “Go/No-Go” Decision on Subsequent Phase	<ul style="list-style-type: none">• Survey successfully completed• Analysis documented and submitted and approved?• Review of analysis indicates high quality• Technology Transfer & Implementation Plan updated• Formal ROI calculation submitted and approved

Table 4 – Total Man-Hour Summary

(NSRP Funded **and** Cost Shared, combined)

- Organizations on this table should track with your **Participants Table** and the proposal **cover sheet**. Any inconsistencies **must be explained**

Major Task #	Task Title	Participant 1 Man-Hours	Participant 2 Man-Hours	Participant 3 Man-Hours	Total Man-Hours
1					
2					
3					
...					
Totals					

Table 5A – Material/Equipment Summary

(NSRP Funded **and** Cost Shared)

- **Table 5 must include quantity, price per unit, and how cost was derived.**

Material Description	Quantity	Price per Unit	How was cost derived?	How will material/equipment be used to support project?
		See Section 4.5.5 of the PPK (Total Material/Equipment Summary)		

Table 5B – Property to be Acquired or Developed

- Note: "Property" means any items that will be acquired or developed during the project and will remain as tangible personal property at the end of the project. It does not include material consumed during the project. All such property proposed will be reviewed by NAVSEA during the source selection process. Property valued at \$50,000 or more and its disposition is subject to NAVSEA approval prior to project award.*

Property Description	Quantity	Total Value	How was value determined?	What is proposed for property disposition at project end?

Table 6 – IP Assertions

- The Offeror asserts for itself and all its Project Participants identified below that the Government's rights to use, release, or disclose the following technical data or computer software should be restricted.

Technical Data/Computer Software to be Furnished with Restrictions	Basis for Assertion	Asserted Rights Category	Name of Offeror Asserting Restrictions
Name or description of tech data or software	<i>Developed at private expense</i>	<i>Limited</i>	<i>Company X</i>

Table 7 – Risk Management Table

Risk Area	Risk	Avoidance/Mitigation
Technical		
Schedule	See Appendix F of the PPK	
Cost		

Table 8 – Project Metrics

- Should follow from **and** validate **Business Case**.

Metric	"As-Is" Baseline	Project Goal	Delta	% Change (+/-)	Tracking & Reporting Plan
Ship repair cycle time	120 Days	85 Days	35 Days	-29%	Select a similar ship availability as baseline; document cycle time at the end of the job
Transaction cost for _____	\$700	\$125	\$575	-82%	Report quarterly as process improvements are implemented
Parts in inventory	20,000	12,000	8,000	-40%	Set a monthly part reduction goal and assess each month; report quarterly the reduction and any changes to the plan to reach project
Technology Readiness Level	4 – Component/breadboard validation in	7 – Prototype validation in operational environment			Demonstrate prototype of technology in shipyard production environment

Table 9 – Cost Summary Table

- Provide **sufficient evidence** with which reviewers can make an initial determination that the proposal **cost** is **realistic** and **relative** to the **proposal**.

Table 9 – Cost Summary Table

- Cost Summary Table **must** include:
 - **Program Funding** – Broken down by cost element (e.g., labor, travel, materials, team members, subcontractors, Funded Public Sector Project Participants).
 - **Cost Share** – Broken down by contributing organization and indicating the associated cost share categories (see PPK).
 - **Public Sector Project Participant-Provided Funding** – Broken down by contributing organization for all public sector project participants (Federal/State/Local) whose contributions **cannot** be counted as cost share.

Table 9 – Cost Summary Table

- Cost Share Categories:
 - Cash (including donations from state or local governments)
 - Labor costs (including labor-related fringe benefits)
 - Expenses associated with allowable labor cost categories that are not billed directly to program funds
 - Independent research and development (IR&D)
 - Overhead (excluding labor-related fringe benefits)
 - General and administrative (G&A) services
 - Manufacturing and production engineering (M&PE)
 - Implementation costs within the period of performance of the project
 - In-Kind Cost Share
 - The reasonable value of equipment, materials, or other property used in the performance of the Statement of Work
 - Intellectual property owned by the private sector (market value)
 - Space (land or buildings)

Table 9 – Cost Summary Table

- All proposed cost share must be either:
 - Direct Project R&D or administration of the same project OR
 - Program cost share, related to other execution of the NSRP Program, concurrent with the period of performance of the specific RA project
- Section 4 of Cost Proposal Guidelines provides an extended definition for program cost share
 - Must meet the same Cost Origin requirements
- If you still have questions, consult the ATI point of contact for guidance

Table 9 – Cost Summary Table

- Software/Software licensing requirements:
 - Amounts of cost share proposed for the provision of software/software licenses should be prorated for the period of time during the project in which the software will actually be required, as well as the number of licenses required to complete all relevant tasks.

See Section 4.6.9.2 of the PPK

Table 9 – Cost Summary Table

- Cost Share requirements:
 - For projects proposed with **less than 50% cost share**, a detailed rationale is required for why the goal could not be achieved and/or why that is appropriate based on factors such as project team composition, technology risk, implementation mechanism, etc.
 - **Note:** If selected for award, the Final Cost Proposal **will require** a breakdown of cost share based on its origin, Federal or Non-Federal. Details on providing this breakdown are in Cost Proposal Guidelines.

Table 9 – Cost Summary Table

- Program Funding

NSRP Program Funds		
Funding Category	Description	Amount (\$)
Offeror Labor (dollars only)	Engineering Program Management Manufacturing	\$150,000
Offeror Travel	6 trips to team meetings, technology transfer events	\$10,000
Team Members (contributing cost)	Shipyard A	\$100,000
		\$50,000
		\$50,000
		\$10,000
Subcontractors (not contributing)		\$15,000
	University of Academia	\$10,000
	Lawyers R Us, LLC	\$10,000
Material	Steel	\$5,000
Equipment	Special Tooling	\$1,000
Other Direct Cost	Meeting expenses	\$5,000
	Subtotal	\$416,000
NSRP-Funded Public Sector Project Participant - Labor	Naval Surface Warfare Center Carderock Division	\$5,000
	TOTAL PROGRAM FUNDS	\$421,000

DO NOT INCLUDE LABOR HOURS IN
THIS PORTION – ONLY FUNDING
AMOUNTS!

Table 9 – Cost Summary Table

- Cost Share and Public Sector Project Participant-Provided Funding

Cost Share		
Category	Contributing Organization	Amount (\$)
Labor	(Offeror)	\$150,000
Labor, Materials	Shipyard A	\$100,000
Labor		\$50,000
Use of software		\$25,000
		ARE
		\$325,000
Public Sector Project Participant-Provided Funding		
Category	Contributing Organization	Amount (\$)
Labor	Naval Surface Warfare Center Carderock Division	\$13,000
TOTAL PUBLIC SECTOR PROJECT PARTICIPANT PROVIDED FUNDING		\$13,000
TOTAL PROJECT COST		\$759,000
TOTAL PROJECT COST MINUS PUBLIC SECTOR PROVIDED FUNDING		\$746,000

DO NOT INCLUDE LABOR HOURS IN THIS PORTION – ONLY FUNDING AMOUNTS!

Table 10 – Financial Viability

	Year T-3	Year T-2	Year T-1
<i>Income Statement</i>			
Revenue			
Annual Sales			
Cost of Sales (Cost of Goods Sold)			
R&D Expenditures			
Net Income Before Taxes			
Net Income			
<i>Balance Sheet</i>			
Total Assets			
Cash and Cash Equivalents			
Accounts Receivable			
Total Liabilities			
Loans and Leases Payable			
Net Worth (Owner's Equity)			
<i>Employment Information</i>			
Total Number of Full-Time Employees			
Total Number of Part-Time Employess			

Current Dun and Bradstreet financial report is preferred

Proposal Submission and Selection Process

Submitting Proposals

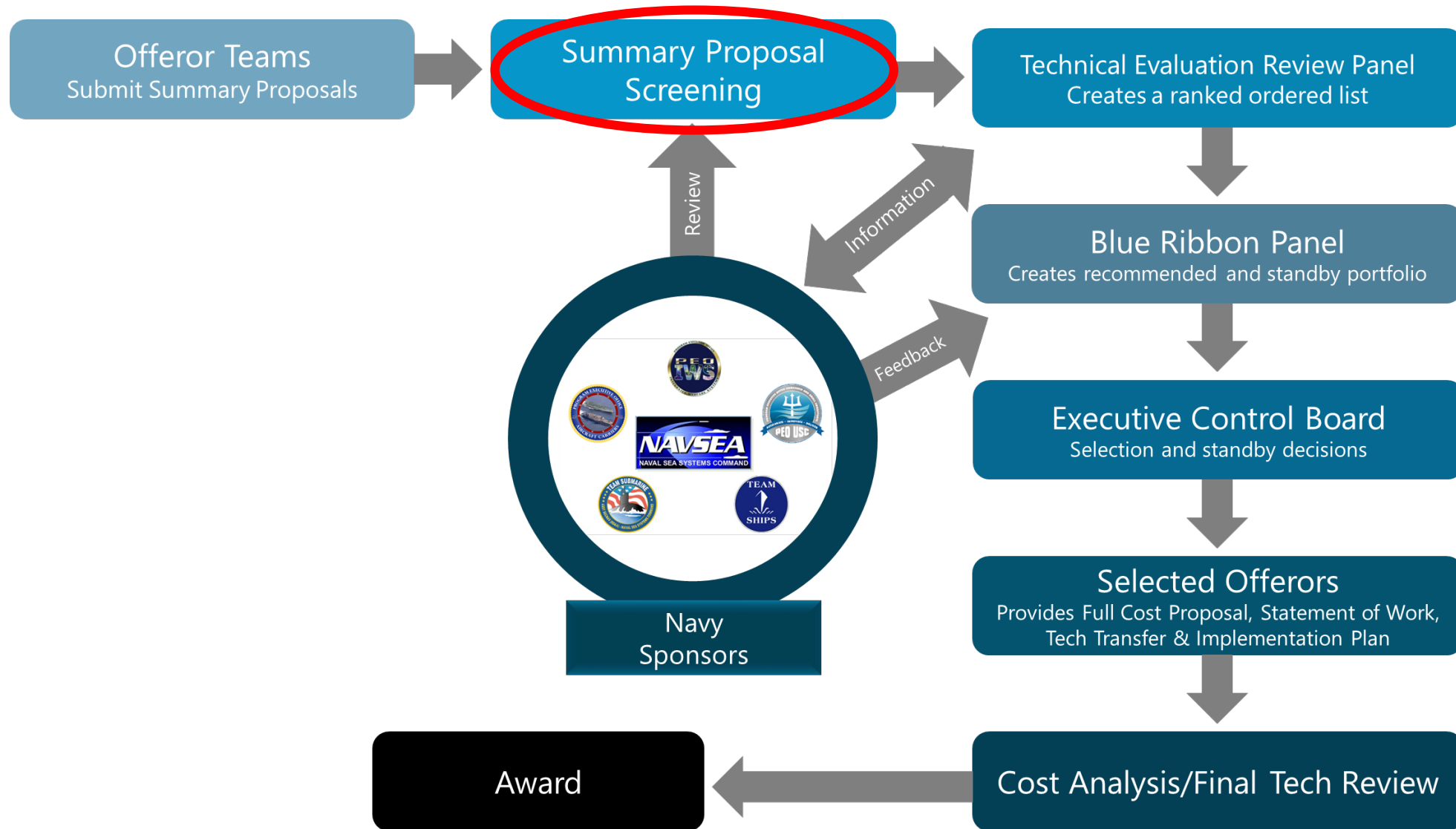
- Format
 - Microsoft Word 2007 (or later) compatible
 - PDF (**must be** searchable document, **not scanned**)
- Submission Method
 - File upload via BAA Information Delivery System (BIDS) site
 - Step-by-step Instructions in the PPK
 - Offerors should only create one account within the BIDS site
 - If you have an account within BIDS already, you will need to use that account
 - Can continuously update/replace submissions up to due date

This is a new delivery method that is used with other programs within ATI.

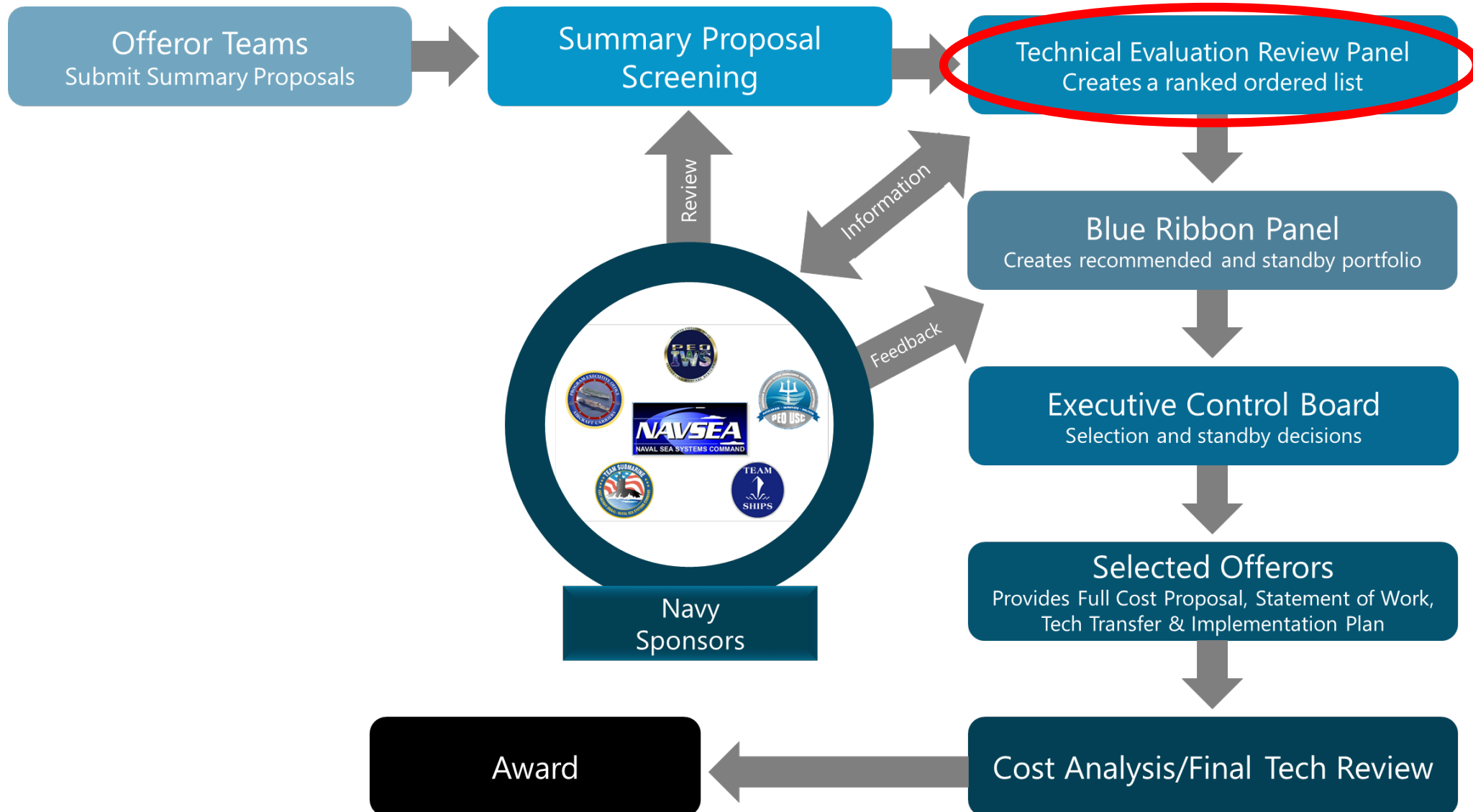
Submitting Proposals

- Proposals are due to ATI **by noon Eastern Time Monday, 18 July 2022**
 - Proposals **can** be submitted earlier than the due date
- Late proposals **will be rejected – no extenuating circumstances**
- **No extensions** are anticipated
- Submit your proposal **early** to avoid issues

Proposal Process



Proposal Process



Technical Evaluation Review Panel

- Overview

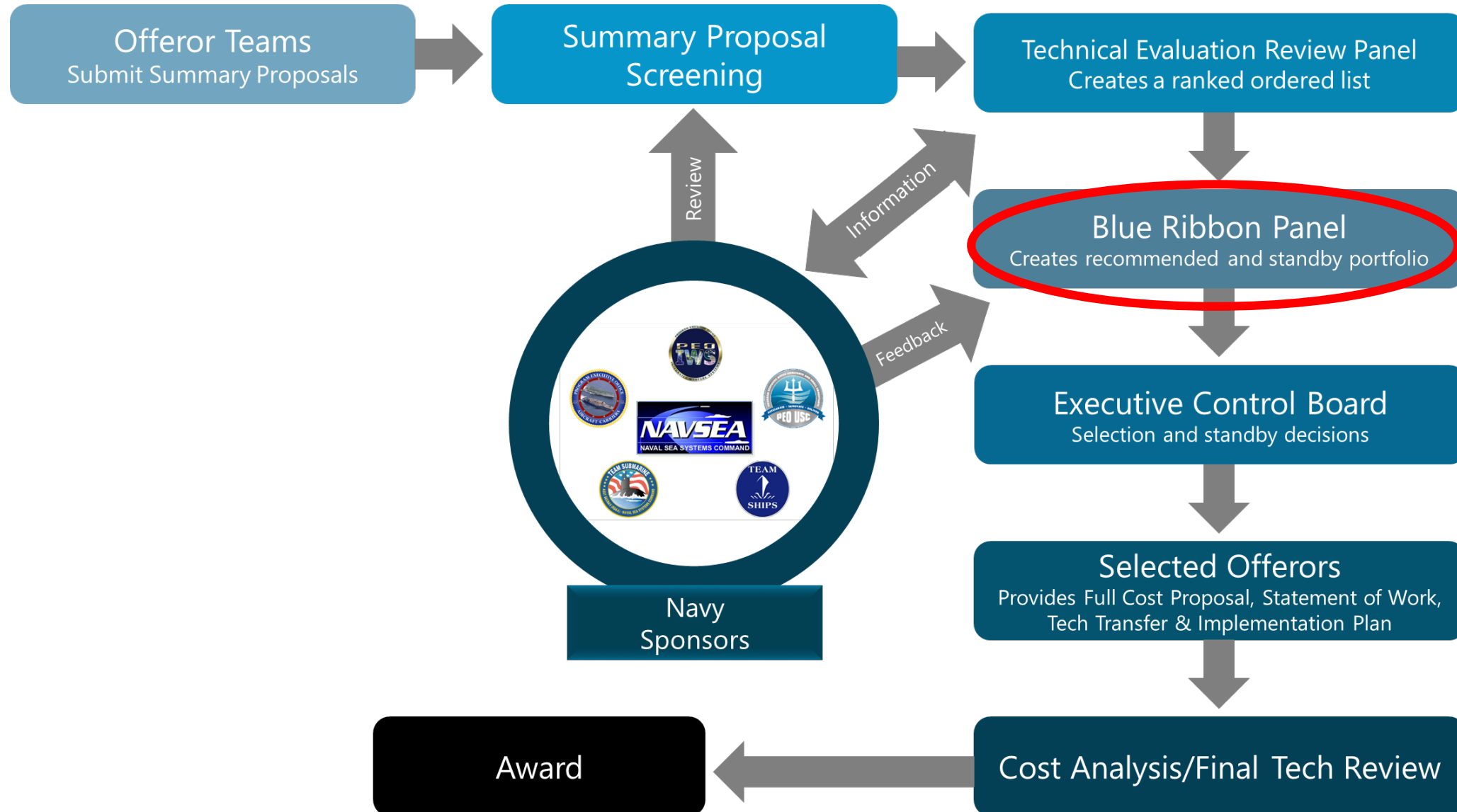
- Pool of non-shipyard technical experts from industry, academia, and Government
- Grading system based on disclosed factors
- Conflict of Interest precautions
- Non-disclosure precautions
- Review of summary technical approach, business case, and cost data

- Reviewers

- Many former shipbuilders
- Other industries (e.g. aerospace or construction)
- Commercial ship design firms
- Maritime industry consultants
- NAVSEA, PEO Staffs
- Several experienced in Government source selection
- **NONE** are actively employed by any US private shipyard

Technical Evaluation Factors are noted in the PPK (Appendix E).

Proposal Process



Blue Ribbon Panel

- Reviewers
 - Knowledgeable of current technology and business best practices
 - CEO/big picture perspective and background
 - Credibility with shipbuilding industry
 - Senior Navy acquisition experience/current responsibility
 - Experience with major industry transformations

Blue Ribbon Panel

- Portfolio & Best Value Analysis
 - Overall consistency with Research Announcement
 - Potential for industry-wide return on investment – impact on Navy Programs
 - Diversification/Balance
 - Technologies (NSRP Major Initiatives)
 - Companies
 - Risks
 - Markets
 - Other NSRP Projects

Blue Ribbon Panel

- Portfolio & Best Value Analysis
 - Funding constraints
 - Future funding commitment/flexibility
 - Timing and synergy among projects and leverage with past or current R&D
 - Evaluations based on published factors (Appendix D of PPK)

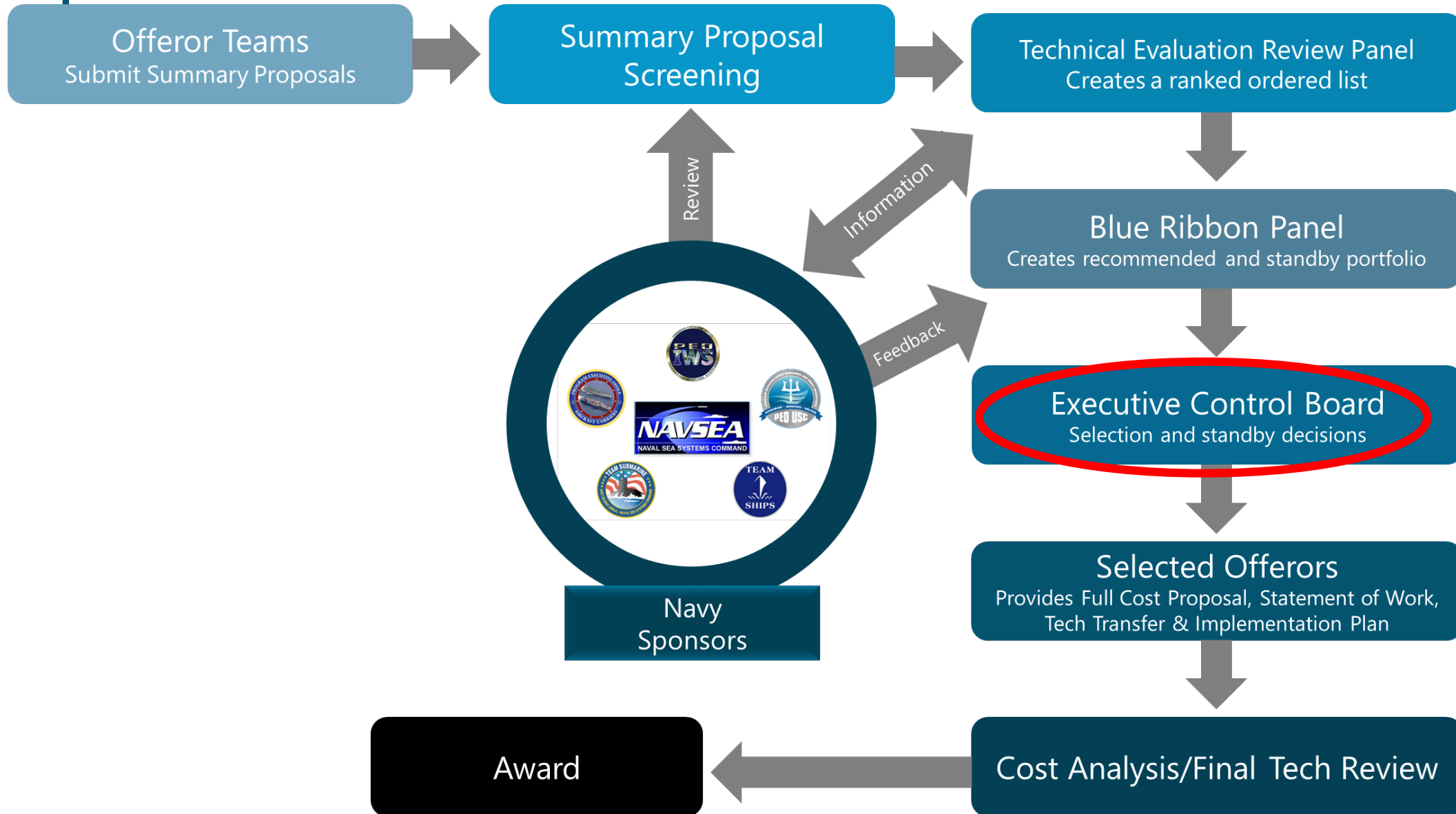
Blue Ribbon Panel

- Oral Reviews
 - BRP review includes in-person presentations by Offerors:
 - **ONLY** for summary proposals down-selected for consideration
 - Provides better information for Blue Ribbon Panel
 - Faster clarification on technical questions
 - **Presentation** can include:
 - Handouts, posters, electronic presentations
 - Physical demonstrations
 - Other formats (final list will be included in the RA)
 - **Must bring Letters of Commitment** from project team members (Email from Government participants is sufficient)
 - Must provide:
 - Task descriptions for any Government participant on the project
 - Quad chart for the project to include pertinent project information, objective of the project, deliverables/benefits/ROI, and overall financial picture of the project

Blue Ribbon Panel

- The visual aids need to be approved to be used at Government briefings after being used for Blue Ribbon Panel briefings
 - Submit electronic files in advance
 - Grant ATI approval for further distribution within Government

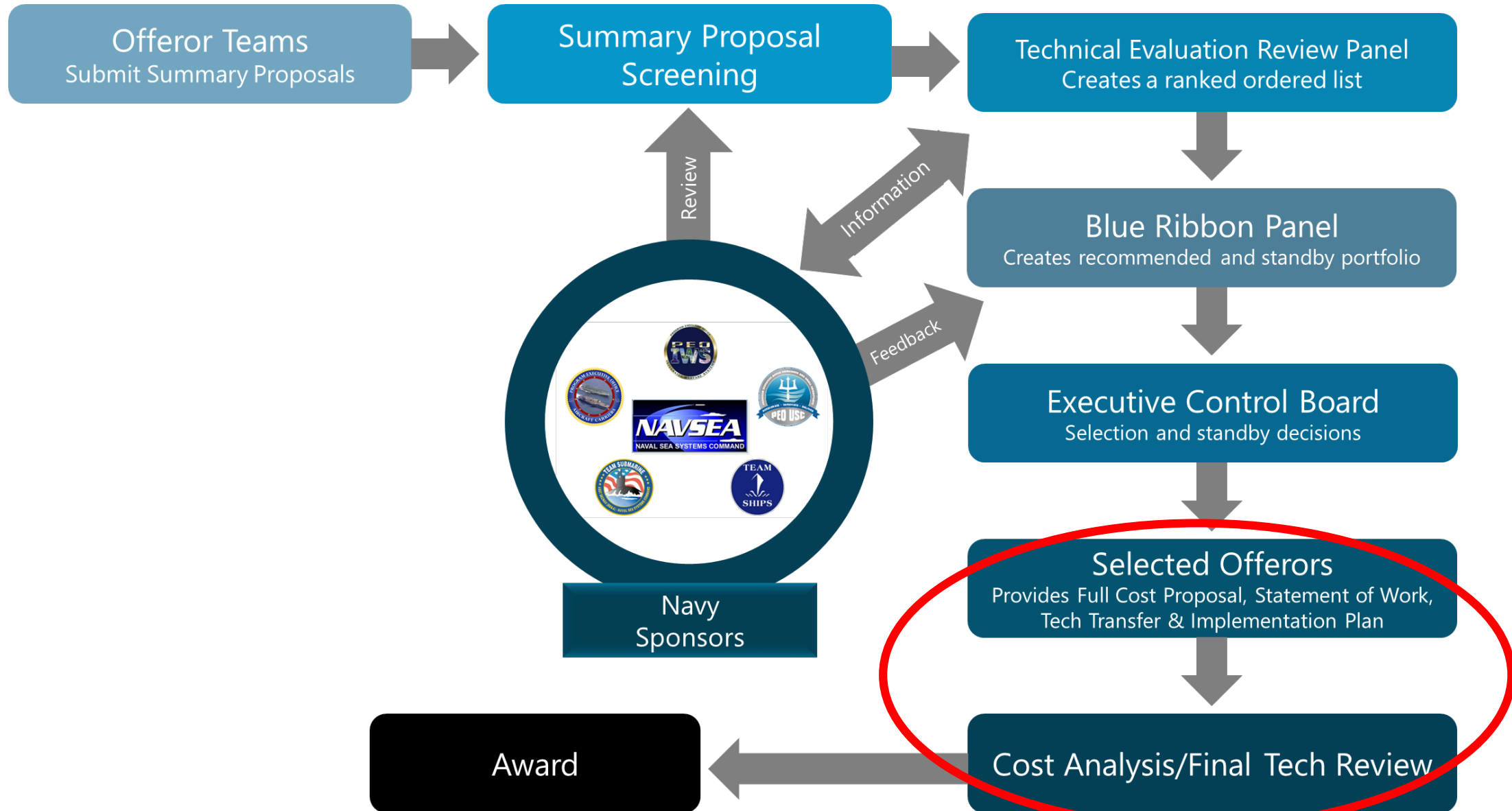
Proposal Process



ECB Project Selection

- Vote on Blue Ribbon Panel recommended portfolio
- Notify Offerors immediately after ECB decision to prompt development of:
 - Statement of Work
 - Technology Transfer and Implementation Plan
 - Full Cost Proposal

Proposal Process



Post-Selection

Post-Selection

- Debriefings
 - Available to all Offerors, whether selected or not (per request)
 - **Not a negotiation**
 - **Not a guarantee** for selection in future years

Post-Selection Submission Materials

- Selected Projects will be **required** to develop and submit:
 - Complete Statement of Work
 - Detailed Technology Transfer & Implementation Plan
 - Full Cost Proposal
 - A detailed cost breakdown by cost element **will be required** for each selected project
 - Will be evaluated by ATI Finance and Contracting Staffs

Guidance for Cost Proposal is provided by Cost Proposal Guidelines

Additional Information

Disclosure

- Proposal evaluators, NSRP Executive Control Board, Major Initiative Team Leaders, and others in industry and Government will have access to your summary proposals and ideas
- Non-Disclosure Agreements and Conflict of Interest Certifications are used
- Proposed concepts may be used for future industry planning

Base Task Order Agreement (TOA)

- A type of Agreement modeled after the overarching NSRP Other Transaction Agreement (OTA)
- OTAs are much shorter and simpler than standard FAR-based procurement contracts
- Requires cost sharing by the recipient

Offerors must **formally agree to the terms and conditions of the current base TOA** on the proposal cover page or Offeror Information Page.

Task Order Agreement (TOA) Terms & Conditions

- Intellectual Property Rights (IPR)
 - Program funds are Government money
 - Government does not pay twice
 - NSRP is a collaborative effort designed to encourage teaming, sharing, and lifting the broad industry
 - IPR provisions must flow down to funded project participants

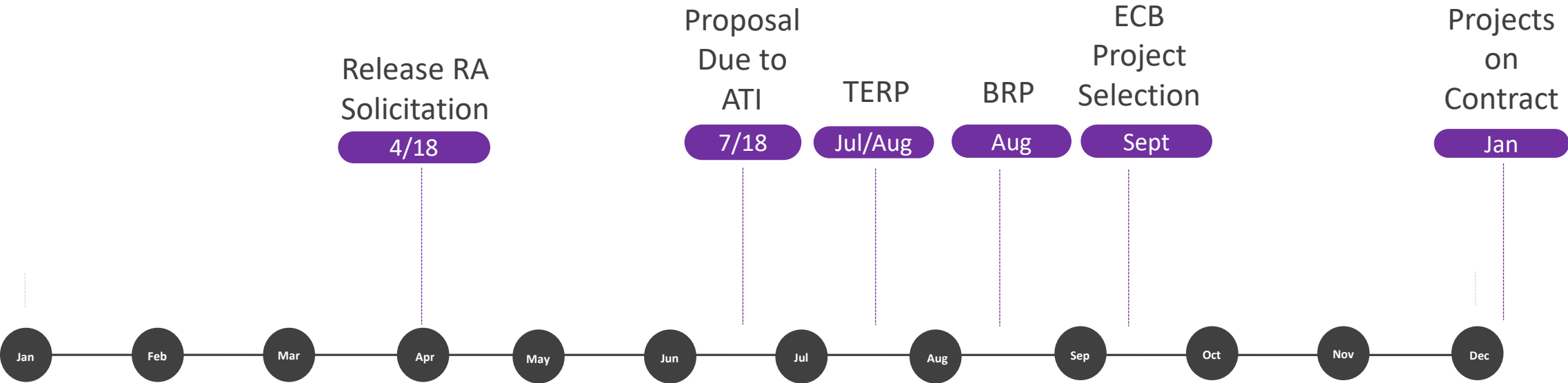
Task Order Agreement (TOA) Terms & Conditions

- Foreign Access to Technology
 - Must comply with the Export Administration Regulation (15 CFR 730-774) (EAR) or the International Traffic in Arms Regulations (22 CFR 120-130) (ITAR), and the National Industrial Security Program Operating Manual (DoD 5220.22-M) (NISPOM), insofar as the EAR, ITAR, and NISPOM apply to various activities performed in the execution of the project.

ATI cannot release you from Government laws such as ITAR.

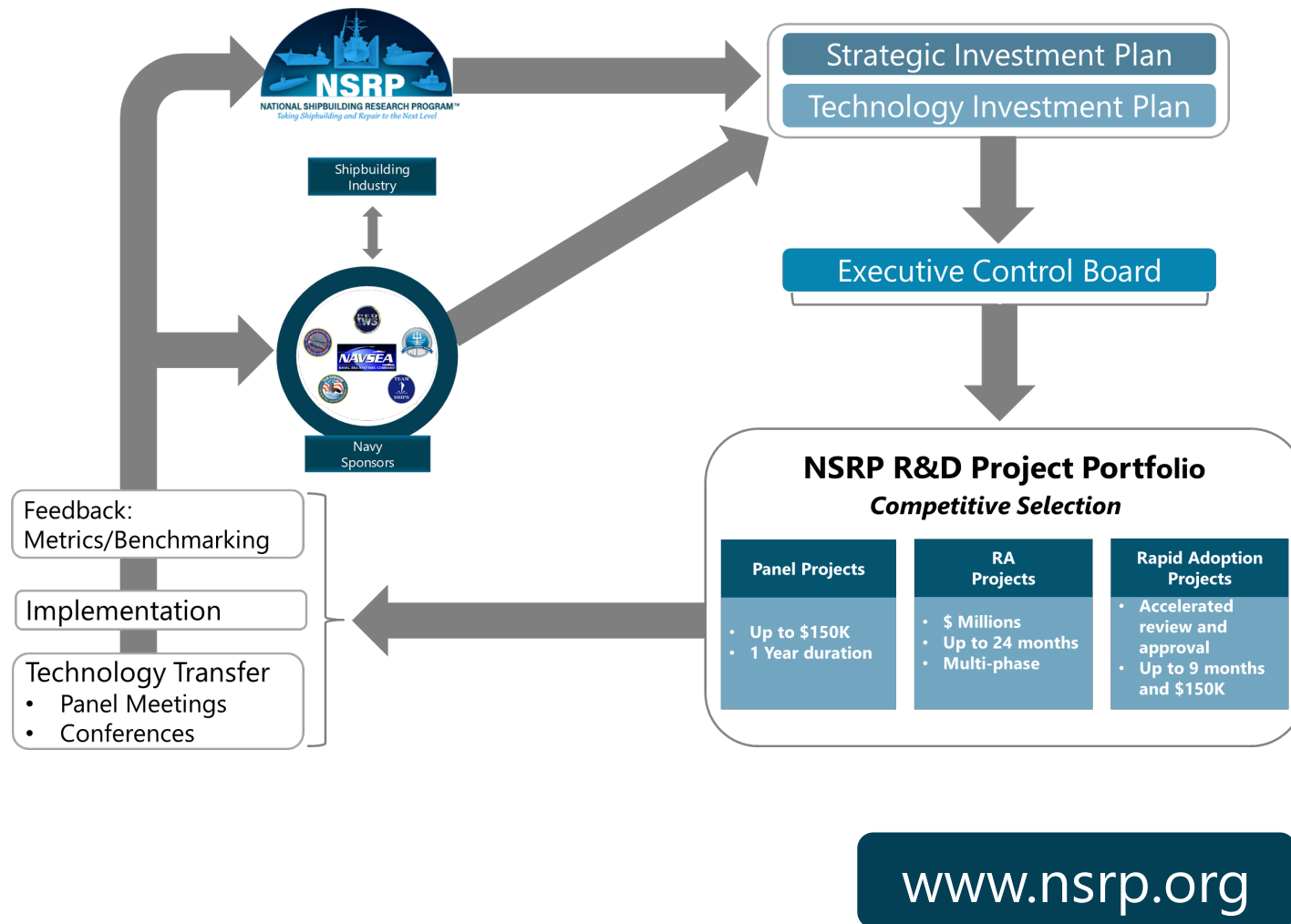
Solicitation Timeline

Proposal Process



Program Resources

Looking for more information?



- Resource Documents
- Contact Information
- Panel Information
- Ad Hoc Initiatives
- Presentations
- NSRP History
- Solicitations
- Project Portfolio

Questions?
NSRP-Contracts@ATI.org